

*songs*

614 West Main St.,

Houston, Texas, 3/21/25

Mr. Chas. F. Lummis,

Los Angeles, Cal.

Dear Sir: I was out of town for a few days and the songs sent came in my absence hence my delay in writing.

I am enclosing P. O. <sup>1915</sup> order to cover the two sent me and 11 more, making 13 in all.

We tried two of the songs in class yesterday (Friday) afternoon and the pupils were so enthusiastic that they insisted that I send this order at once without waiting to get more.

I hope to be able to send you an order <sup>for</sup> 100 more soon. We are selling them at retail price, the profits going to the High School Spanish Club.

Yours truly,

*H. W. South*  
H. W. South.



CENTRAL HIGH SCHOOL  
HOUSTON, TEXAS  
W. J. MOYES, PRINCIPAL

Houston, Texas.

5/2/'25

Mr. Chas. F. Lummis,  
Los Angeles, Cal.

Dear Sir:

Please send me by mail (collect) 2 copies of your  
book containing 14 Spanish songs.

If the English and Spanish words come in separate editions  
send the one with the words in Spanish.

There is a rapidly growing interest in the Spanish language and  
songs manifesting itself throughout Texas and other Southern states  
and if the book proves to be what they tell me it is, I believe I can use  
several hundred copies.

I would remit with this letter but do not know the exact price  
so am asking you to send collect so as not to lose time.

Yours truly,



H. W. South,

P.S. I am the Head of the Spanish  
Department of the Houston Schools.

614 West Main St.,

Houston, Texas.



March 6, 1925.

Prof. H. W. South,  
614 W. Main St.,  
Houston, Texas.

My dear Professor South:

I send you under another cover 2 copies of the First Book of Spanish Songs of Old California. As you will see, the Spanish words and the English translation are properly interlined with the music.

The rapidly growing interest in the Spanish language and songs which you note as manifesting itself throughout Texas and other southern states, is countrywide-- Spanish Art, Spanish Literature, Spanish everything, are enjoying a vogue. Without the customary "avenues of trade", this First Book, is already about to enter its 6th thousand, in less than 15 months. It has proved itself very strongly in school and community singing, in many and widely scattered communities, besides offering many gems for the soloist.

In your situation, I should fancy you could handle a good many copies; and I should be glad to make you extremely favorable rates. My major object is to get these songs into circulation and use.

Instead of sending the 2 copies "collect", as you ask, I am sending them prepaid, billing them to you at the library discount of 20%, making them \$1.20 a copy to you.

In lots of 50 I could supply them at \$1.00 each; and in lots of 100, at 90¢-- you to pay carriage in both cases. For retail orders, I send prepaid.

I am qualified by years of investigation to say that there is no other such collection of genuine Spanish Folksongs used in this country, now extant; and these songs are absolutely authentic.



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Next month I hope to issue the Second Book, containing 14 other songs.

Trusting that we may come to an understanding to mutual advantage.

Sincerely yours,

CFL/B



March 25, 1926.

Professor H. W. South,  
614 W. Main Street,  
Houston, Texas.

My dear Professor South:

That is extremely cheering! Not so much the order for 11 more copies, as the fact that on trial your pupils fell in love with the songs and wanted more at once. I think you will find that they wear well, and that they have that rare intrinsic quality which will make them last and endure with the Old Favorites.

I have sent your 11 copies by express prepaid, yesterday, and trust they reach you promptly and in good condition.

I shall be very much interested, of course, if you can place an order for 100 more-- and am glad that you are selling them at a margin for the profit of the High School Spanish Club-- that is a fine idea.

The 6th Thousand is just off the press, which shows you how well this privately printed book is going.

I hope to get out the Second Book next month and already have a large number of advance orders.

Congratulating you on the interest you have in your class for this kind of truly American and truly musical work,

Sincerely yours,

OFL/B